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Clark Jr. High  3310 State Street	34
Landsdowne Jr. High 3939 Casey ville Avenue	34
Lincoln Jr. High 1211 Bond Avenue	45
Eaet St. Louie Sr. High 4901 State Street	114
Early Childhood Center  10th & Ohio Avenue	10

SBC Communications Inc. 175 E. Housion Street P.O. Box 9955 San Antonio, Texas 78299-2955



December 20, 1999

James Daniels
East St. Louis Public Schools
1005 State Street
East St. Louis, IL 62201

RE: Convergence Network RFP

To Whom It May Concern:

This letter is in response to your request for a Letter of Self-Insurance.

Southwestern Bell Telephone Company (SWBT) is a subsidiary of SBC Communications Inc.

With respect to claims arising out of third party liabilities for all forms of legal liability for personal injury and property damage to others, SWBT is self-insured up to a retention level of \$25,000,000. This includes general public liability, auto liability and professional (Attorneys, Accountants, Actuaries, Doctors, Nurses, Emergency Medical Technicians, Engineers and Architects) liabilities. For Workers Compensation, SWBT is self-insured up to a retention level of \$1,000,000 per occurrence. SWBT carries excess coverage for all the above-referenced exposures and statutory excess coverage for Workers' Compensation.

We are fully prepared to meet all our legal liabilities in connection with our agreements. Above this retention level we maintain an excess umbrella liability insurance policy.

With respect to auto liability SWBT has been approved by the State of Missouri Department of Revenue as a self-insurer and has been assigned automobile self-insurance Permit #4.

With respect to workers compensation SWBT has been approved by the State of Missouri Division of Workers' Compensation as a self-insurer and has been assigned Self-Insurer #SI00215.

SWBT is also self-insured with respect to property coverage up to \$25,000,000. Above this retention level SWBT has comprehensive all-risk protection, including earthquake and flood, for all property owned, leased, or under its care, custody and control. Loss settlement is based upon replacement cost.

Questions concerning the above may be directed to our Risk Management Hotline at 210.351.3898.

Sincerely,

Mark Persson, CPCU, ARM
Corporate Manager-Risk Management

PHONE MASTERS LTD

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PAGE 05

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ACORD 25-8 (7/97)

Certificate # 1193

#### ATTACHMENT H

#### Z Year Malmionance Option

## East St. Louis Public Schools Request for Purchase W/ channelized T3 Card

East St. Louis Public Schools Quote Prepared by: Jourdan Rothschild

27-Dec-99

	COOLS Frequence by, 30th day (400150	INU 27-000-33						<del></del>
	Part Number	Description	Vendor	Qty	List	Ext. List		Customy Extended
:	r a crance	Description	14100	7.7	, UNI	OL OH	GONGHAM PRICE	
	CISCO7206VXR/300	Routers	Čito	2	\$17,000.00	\$34,000,00	\$11,050,00	\$22,100,00
	ACS-2500ASYN	Cables	Cisco	<u> </u>	\$100.00	\$400,00	\$65.00	\$260,00
	C7200-I/O-FE BUN	Reuter Plugins	Cisco	21	\$0.00	\$0,00	\$0.00	\$0.00
	CAB-AC	(Cables	Çisco	2	\$0.00	\$0.00	12000	\$0.00
	CAB-OCT-V35-MT	Cubles	Cisco	2	\$750,00	\$1,500.00	\$487,50	\$975.00
	MEM-I/O-D-FLC16M	Memory	Q sco	2	\$0.00		\$0.60	\$0,00
	MEM-SD-NPE-256MB	Manory	Cisco	2	\$4,200,00	\$8,400.00		25,460.00
	NP6-300-BUN	Penter Physics	Cisco	<del>┃</del> ——┋┃~	\$9.00 \$4.000.00	\$0,00		\$10,400.00
	PA-8T-V35	Router Planibacks	Cisco	<del>             </del>	\$22,000,00	\$16,000,00	\$14,300.00	\$28,600,00
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	S72C-12.0.3T	CurrynDev-S\W	Cisco	1 51	\$0.00	\$0.00	\$5.66	50.00
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	CISC03640	Routers	Cisco	271	\$4,500,00	E \$178 500000	\$4,225.00	\$114,075.00
	CAB-AC	Cables	Claco	27	60.00	1000	\$0.00	1000
	MEM3600-8U32FS	Memory	Cisco	1 27	\$1,500,00	\$40,500,00	\$975,00	\$0.00
	MEM3640-32U128D	Messory	Cisco	27	\$5,760.00	\$196,520.00	\$3,744,00	\$101,084.00
	NM-1FE-TX	RouterPhases	Cisco	27	12,000.00	\$0,00 \$40,500,00 \$196,500,00 \$34,000,00	\$1,300.00	\$35,100,00 1
	NM-4T	RouterPlugins	Cisco	27	\$3,000,00	<b>SB1.000.00</b>	\$1,950.00	\$122,850.00
	NM-8T1-IMA	RouterPlugins	Cisco	27	\$7,000,00	<b>1 \$189,000.0</b> 0	\$4,550.00	
	NN-HDV-1T1-24	RoylerPlusins	Cinco	27		\$199,800.00		\$129,870.00
	\$364AP-12.0.5T	CommDev-S\W	Cisco	27	\$0.00	\$0.00	\$0.00	\$0.00
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	WS-C6509	LanSwitch	Citco	27	\$9,995.00	\$269,665,00	\$6,496.75	\$175,412.25
	CAB-7513AC	Catiles	Cisco	52 54	\$0.00	\$0.00		\$0.00
	MEM-MSFC-128M8	Memory	Çisco	<del>  54 </del>	\$1,200,00	\$64,000.00		\$45,120,00
	SC6MSFCC-12.0.3XE	CommDev-\$\W	Cisco	27 27	\$0.00		\$0.00	0.00
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	WS-CAC-1300W/2	PowerSupplies PowerSupplies	Cisco	<del>  #</del>	— <del>1122-02</del> -	\$107,865,00 \$107,865,00 \$136,000,00	34.339./3	1011225
	WS-G5484	Piervisects - Switches	Citoo	<del>1 4561</del>	<del></del>	114 22 22	1 ************************************	\$87,750.00
	WS-X6248-RJ-45	Switch Plusins	Cinco	270 108 54 27	\$12 86K AA	3133,000	1 1144	\$12.249.00
	WS-X6408-GBIC	Switch Plugins	Cisco	121	\$9.00\$ 7.5	\$39,730.00	1 4 4 4 X	\$350,634,50
	WS-X6K-SUPLA-MSFC	Switch Plugns	Cisco	1 371	129.665.00	1809 863 00	\$19,496,75	\$525,412.25
	WS-X6K-SUP1A-MSFC/2	Switch Plusins	Cisco	27	\$14,995.00	\$404,643,00	\$9,746,75	1263,162,25
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	PIX-520	Miscellar Repts	Cisco	2	\$3,600.00	\$7,200,00	\$2,340,00	\$4,600.00
	ACC-P1X500-4.4	Mecalianeous	Cisco Cisco	2)	\$0.00 \$0.00	\$0.00		\$0,00
	CAB-AC	Cables	Clean	2	\$0,00	\$0.00	\$0.00	\$0.00
	PIX-4FE	Miscellaneous	Cisco	2	\$1,000.00	\$2,000,00		\$1,300.00
	PIX-CONN-UR	CommDev-\$\W	Cisco	2	\$18,000.00			\$23,400.00
	SF-PIX-4.4	CurrenDev-S\W	Claco	2	\$0.00	\$0.00	\$0.00	\$0.00
	orbi adda pro-		<u>سند پرتامی</u>		<u>ا با را شاکت</u>	فوتونع والمستد	<u> </u>	
	IPTV-3411-CTRL	IP/TV Server	Cisco	4	\$15,000.00	\$40,000.00 \$60,000,00	\$9,750.00	\$39,000.00
	IPTV-3422-8CAST	IP/TV Broadcast Server	(Cisco	4	\$15,000,00	\$60,000,00	\$9,750.00	\$39,000,00
	)IPTV-3430-ARCH	IP/TV Archive Server	Cisco	26	\$24,000,00	\$624,000,00	\$15,600.00	\$405,600.00
	CE-550	Il finanting of the second	1/4		611.006.34			221A 512 25
	ICAB-AC	Miscellaneous Cables	Cisco	37	211722-00	\$323,865,00 \$4,00	\$7,792.75	\$210,512,25
	SF-CE500-2.0	CommDev-S\W	Cisco	27	\$0.00			\$0.00
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	MCS-7830	Media Convergence Server	Cisco	27	\$14.00\$An	\$404,865.00	\$9,746,75	\$263,162,25
	CAG-AT8	Galanty	Cisco	27	- 12 GEXX	134.064.00	\$3,246.75	\$87,662,25
	DT-24+	Coherry	Gico	1 - 4	\$10,000,00	\$40,000.00	\$6.500.00	\$26,000.00
	14 4.				379.000.00			Service Services
	WS-C4003-S1	LanSwitch	Cisco	60		\$479,700.00	1316276	3311.405.00
	CAB-7KAC	Cables	Cieco	120	10 10	\$0.00	\$3,196.75 \$0,00	10,00
	SFC4K-SUP-5.1.1	Committee-5\W	Cisco	120	\$0.00	\$0.00	\$0.00	9,00
	WS-G5484	Plesybacks - Switches	Claco	240 60	\$500.00	\$120,000.00	\$325,00	\$78,000.00
	WS-X4008(included)	PowerSupplies PowerSupplies	Cisco	1 22	\$0.00			\$0.00

East St. Louis Public Schools Quote Prepared by Jourdan Rottschild

	Part Number	Description	Vendor	ð	3	Est List	Customer Price	Outland Extended	
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								\$9.930,314,48	1

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ATTACHEDIT H

2 Year Maletenances Option

East St. Louis Public Schools Request for Purchase W/ channelized T3 Card

> East St. Louis Public Schools Quote Prepared by Jourdan Rothschild

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East St. Louis Public Schools Oubs Prepared by Jourdan Rethschild

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	Full-Time On-Site Project Management (6 Months)	(¥	-	98	881	\$96,000.00		34,000.00	
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COPTRIBATE NOTICE AND STATEMENT OF CONFIDENTIALITY

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<u>Item Name</u>	12 Months	36 Months	60 Months
(2) DS3 into District Office**			
Recurring Charges	\$5,008.40	\$4,081.20	\$3,267.60
Non-Recurring Charges	\$50.00	\$0.00	\$6.00
Point to Point - 2, T1 Connections from District Office to	o Each School		
Recurring Charges:	o Each School		
Board of Education	\$342.00	\$276.80	\$250.00
Alta Sita	\$342.00	\$276.80	\$250.00
Attucks	\$342.00	\$276.80	\$250.00
Brown	\$786.00	\$576.36	
Davis	\$342.00	•	•
Dunbar	\$342.00	• • • •	
Edgemont	\$866.00	•	
Harding	\$866.00	\$639.64	
Hawthome	\$342.00	\$276.80	\$250.00
Jackson	\$342.00	\$276.80	\$250.00
Jones	\$342.00	\$276.80	\$250.00
Ltty-Freeman	\$342.00	•	\$250.00
Lucas	\$342.00		
Mandela	\$342.00	•	
Manners	\$342.00	•	\$250.00
Morrison	\$866.00		
McHenry	\$342.00	\$276.80	\$250.00
Neety	\$342.00	\$278.80	\$250.00
Park Annex	\$342.00		\$250.00
Robinson	\$342.00	\$276.80	\$250.00
Wilson	\$342.00	\$276.80	\$250.00
Clark Jr. High	\$342.00	\$276.80	\$250.00
Landsdowne Jr. High	\$342.00	\$276.80	\$250.00
Lin∞In Jr. High	\$342.00	\$276.80	\$250.00
East St. Louis Sr. High	\$342.00	\$276.80	\$250.00
Early Childhood Center	\$342.00	\$276.80	\$250.00
Non-Recurring Charges	\$764.00	\$0.00	\$0.00
Frame Relay - 2, T1 Connection from District Office to	Each School		
Recurring Charges	\$1,543.32	\$1,105.66	\$1,023.52
Non-Recurring Charges	\$1,111.23	•	\$990.37

<sup>\*\*</sup>Pending review of necessary construction



## DELIVERY & INSTALLATION SCHEDULE Section VI

Due to the scope and extent of the overall projected, a project plan is unavailable at this time. Once the project is awarded to Ameritech, a Chief Project Manager will be assigned to the project. The Chief Project Manager will based in Chicago, IL and will be responsible for the supervision of the entire project. The Chief Project Manager will also be responsible for all billing issues and circuit provisioning.

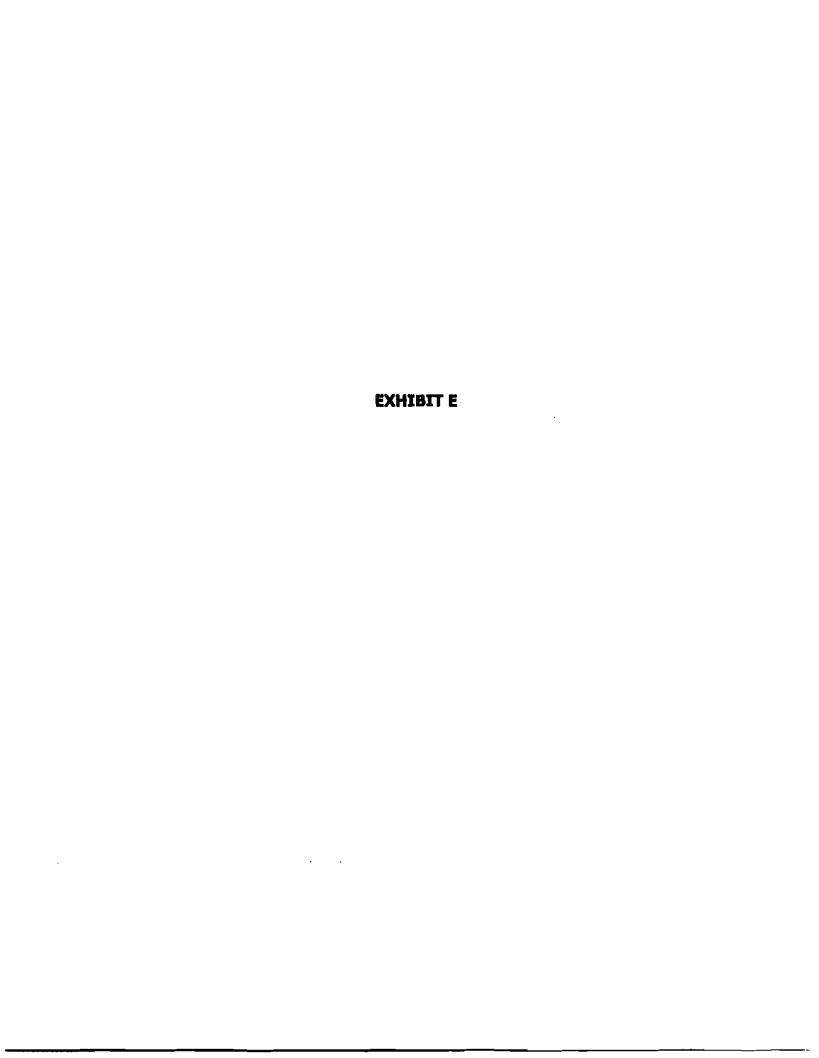
Once the project begins, an On-Site Project Manager will be available for the duration of the project (currently estimated to be 6 months). This On-Site Project Manager will be able to meet all necessary requirements as outlined in the RFP.

The Chief Project Manager will be responsible for developing and administering the Overall Project Plan. This plan will be developed jointly with the school district. Once the Overall Project Plan is developed, the On-Site Project Manager will be responsible for implementing and meeting delivery dates and testing parameters. Testing parameters will meet or exceed all industry standards as outlined in the RFP and required by the manufacturers.

The due date of the Overall Project Plan will be determined and mutually agreeable by the customer and Ameritech once the project is awarded to Ameritech.

# Network Operating System Specifications

Product	<u>Users</u>	Oty.	Cost
Novell Netware 5.0	1000	1	
Novell Netware 5.0	350	1	
Novell Netware 5.0	250	24	



#### Bid Response for:

#### East St. Louis Public Schools

## CONVERGENCE NETWORK RFP

Provided by:



by:

Darryl Branson, Solutions Consultant – Data Ameritech Business Communications Services

> Branch Location 529 South 7<sup>th</sup> Street Springfield, IL 62721

Mailing Address
432 White Chapel
O'Fallon, MO 63366
(636) 219-5155 – Telephone
(636) 219-5156 – Fax
(800) 800-9725 – Pager
darryl.p.branson@mail.ameritech.com

# Convergence Network RFP Table of Contents

### Tab Section

**Executive Overview** 

- I. Cost Summary Sheets
- II. Title Page
- III. Table of Contents
- IV. Specifications
  - A. General Specifications
  - B. Vendor Responsibilities
  - C. Detailed System Specifications
  - D. System Analysis Summary Sheet (Attachment A)
  - E. Vendor Analysis Summary Sheet & Qualification Statements (Attachment B)
  - F. Vendor Qualification Statements (Attachment C)
  - G. Building and Classroom Numbers (Attachment D)
  - H. Cisco Equipment for Convergence Network (attachment E)
  - I. Specifications for Network Cabling (Attachment F)
  - J. Server Specifications (Attachment G)
  - K. Letter of Self Insurance
- V. Price
- VI. Delivery and Installation
- VII. Vendor Profile
  - A. SBC Overview
  - B. Ameritech Cisco Gold Partner
- VIII. Reference Data
  - A. SMARTnet Onsite Maintenance Information
  - B. Ameritech Brochures

#### **Executive Overview**

#### A Strategic Partnership

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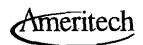
To succeed in today's demanding education environment, school districts are concentrating on core proficiencies and seeking partners that can best represent their needs in other areas. Once a partnership is formed you can manage the partner rather than the end result. Ameritech is an ideal strategic partner for East St. Louis Public Schools because of our expertise in telecommunications and we place a very high value on your core proficiency—the educational fulfillment of our city youth. Ameritech recognizes that students must be equipped and trained today to handle the technological demands of tomorrow. This is why we awarded technology grants totaling more than \$4.7 million since in 1997 to education initiatives.

Ameritech has a very aggressive and industry leading diversity promotion program. SBC Communications recognizes the importance of diversity. We value our differences—race, gender, religion, as well as perspectives, experiences and outlooks. The National Minority Supplier Development Council (NMSDC) evidently agrees with us. In 1999 they named SBC "Corporation of the year for minority business suppliers" because of our leadership in providing minority opportunities. We believe our commitment to diversity enhances the way we do business and gives us our competitive edge.

#### Solid Cisco Expertise

The School District's network relies heavily on internetworking equipment from Cisco Systems. Our networking experience has proven that Cisco products are cost effective and deliver cutting edge and highly reliable solutions. Ameritech (in conjunction with our parent company, SBC Communications) formed a strategic partnership with Cisco and is the largest Cisco reseller in the United States. Our expertise in designing, supporting, and servicing Cisco solutions earned us Cisco's Gold Certified Partner, the highest reseller status offered by Cisco. We believe so strongly in the Cisco product that we have mandated Cisco training and certification for our technical staff to maintain a high level of product knowledge, technical expertise, and service capabilities.

Our complete understanding of the Cisco product line as well as our advanced ability to design and troubleshoot these systems provides you a tremendous advantage. Our technical support centers are staffed with Cisco certified technicians so your first contact is with a highly qualified technical resource to address your network problems from the start. We have built a state of the art Cisco Support Lab to assist you in designing and configuring your network. This Lab gives East St. Louis Public Schools the ability to integrate and test all models of Cisco equipment prior to placing this equipment on your network.

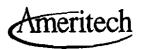


#### **Summary**

Like you, we have a vested interest in today education environment. That's why Ameritech has been a good corporate citizen. Supporting educational initiatives with our time, money, and employee volunteers is just a part of our commitment to the City of East St. Louis.

The East St. Louis School District deserves the best possible networking solution available. Ameritech would like to partner with East St. Louis School District and deliver a variety of voice, data, and video applications throughout the district. Our sales and technical teams will work extensively with District personnel and developed a detailed and thorough understanding of your network and its unique requirements.

As a Gold Partner, Ameritech has a demonstrated our ability to support the East St. Louis School District in all phases of this project including design, implementation and ongoing maintenance and troubleshooting. The proposal that follows details our solution. We want to express our appreciation for your willingness to receive our proposal and look forward to working with you on its details and ultimately providing its solution.



#### ATTACHMENT H

#### 1 Year Maintenance Option

## East St. Louis Public Schools Request for Purchase W/ channelized T3 Card

East St. Louis Public Schools
Oute Prepared by: Jourdan Rothschild

27-Dec-99

	Quote Prepared by: Jourdan Rothschild	27-Dec-99						
	Part Number	Description	Vendor	Oty	List	Ext. List	Customer Price	Customer Extended
						1		
	CISCO7206VXR/300	Routers	Clson	-31-	\$17,000,00	\$34,000.00	\$11,050,00	\$22,100.00
	ACS-2500ASYN	Cables	Cisco	<del>  #</del>	\$100.00	\$400,00	\$65.00	1200.00
	C7200-1/O-FE-BUN	Router Flugins	Cisco	1 3	\$0.00	\$0.00	\$0.00	\$9,00
	CAB-AC	Cables	Çisco	<del>  3</del>	10.00	30,00	\$0.00	\$0.00 \$975.00
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	MEM-I/O-D-FLC16M	Memory	Cieco		\$4,250,00	\$0.00 \$8,400.00	\$0,00	\$0.00
	MEM-SD-NPE-256MB	Mismory	Clsco	1	******			\$5,000
	NFE-300-BUN	Control Control	Člego Al-		30,00	\$0.00	\$5,200,00	\$10,400.00
	PA-8T-V35	Router Planytmeks	Cisco	1 23	\$2,000,00 \$22,000,00 \$0,00	\$16,000.00 \$44,000.00	\$14,300.00	\$28,600.00
	PA-MC-T3 PWR-7200	Royler Planitects	Cisco	<del>                                     </del>	<del></del>		\$0,00	\$0.00
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	CISCO3640	Routers	Cisco	401	\$6,500,00	\$175,500,00	\$4,225,00	\$114,075,00
	CAS-AC	Cables	Cisco	<del>  27 </del>	\$0.00	\$179,900,00	\$0.00	\$0.00
	MEN3600-8U32FS	Memory	Cisco	27 27 27		\$0.00 \$40,500.00	\$975.00	\$26,325.00
_	MEM3640-32U128D	Memory	Cisco	<del>  % </del>	\$1,500.00	\$155,520,00	\$3,744.00	\$101,088.00
	NM-1FE-TX	RoylerPlugins	Cisco	271	\$2,000,00	254,000.00	\$1,300.00	\$35,100.00
	INM-4T	PlouterPlugins	Cisco	1 251	<del>- ####</del>	\$81,000.00	\$1,950,00	\$52,650,00
	NM-ST1-IMA	RouterPlugins	Cisco	27	\$7,000,00	\$189,000.00	\$4,550.00	\$122,850.00
	NM-H0V-1T1-24	Router Plugins	Cisco	271	<del>- 37,266,66</del>	\$199,800.00	4.810.00	\$129.870.00
	\$364AP-12.0.5T	Common-S\W	Cisco	27	30.00	\$0.00	10.00	\$0.00
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	W\$-06509	LanSwitch	Claco	27	\$1,995,00	\$269,865.00	38,484,75	\$175,412.25
	CAB-7513AC	Cables	Cisco		\$0.00 [	\$0.00	\$0.00	20.00
	MEM-MSFC-128MB	Memory	Cisos	54 54	\$1,200,00	\$64,800.00	\$0.00 \$7 <b>\$</b> 0.00	\$42,120,00
_	SC6MSFCC-12.0.3XE	CommDev-S\W	Cisco	54	\$0.00	\$0.00	\$0.00	\$0.00
	SFC6K-SUP-5.3.1	CommOev-\$\W	Chap	27	\$0.001	\$0.00	\$0.00	\$0.00
	WS-CAC-1300W	PowerSupplies .	Cisco	77	\$3,995,00	\$107,865.00	\$2,596.75	\$70.112.25
	WS-CAC-1300W/2	PowerSupplies	Cisco	<del>1 351</del>	\$3,995,00 1	\$107,865.00	\$2,596.75	\$70,112,25
_	WS-G5484	Piggibacks - Switches	Cisco	27 270	\$500.00	\$135,000.00		\$87,750.00
	WS-X5248-RU-45	Switch Plugins	Cisco	108		\$1,403,460.00	\$325,00 \$8,446,75	\$912,249.00
	WS-X6408-GBIC	Switch Plugins	Cisco	<del>  34</del>	19,945.00	\$539,730,00	\$6,496.75	1350,824.50
,	WS-X6K-SUP1A-MSFC	Switch Plugins	Cisco	54 27	524 945 00 1	\$809,865.00	\$19,496,75	526,412.25
	WS-X6K-SUP1A-MSFC/2	Switch Plugins	Cisco	27	\$14,995.00	404,865.00	\$9,746.75	263 (62.25
	A		1,100					Asalia
	PIX-520	Miscellaneous	Cisco	21	\$3,600.00 \$0,00 \$0,00	\$7,200,00	\$2,340.00	\$4,680,00
	ACC-PIX500-4.4	Miscelleneous	Cisco	1 31	10.00	\$0.00	\$0.00	\$0.00
	CAB-AC	Cables	Cinco	1 21	10.00	\$0,00	\$0.00	\$0.00
	PIX-4FE	Miscallangous	Cisco	1 2	\$1,000,00	\$2,000.00	\$650.00	\$1,300.00
	PIX-CONN-UR	CommDev-\$\W	Cisco	2	\$1,000,00	\$36,000,00	\$11,700.00	\$23,400.00
	SF-PIX-4,4	CommDev-S\W	Cisco	21	\$0.00	\$0.00	\$0.00	\$0.00
		4.145.40					1.8541 - 1.5	707 SEP 25-25
	IPTV-3411-CTRL	IP/TV Server	Cisco	4	\$15,000,00	\$60,000.00	\$9,750.00	\$39,000.00
	IPTV-3422-BCAST	IP/TV Broadcast Server	Cisco	4	\$15,000,00	\$60,000.00	\$9,750.00	\$39,000.00
	IPTV-3430-ARCH	IP/TV Archive Server	Cisco	26	\$24,000.00	\$624,000.00	\$15,600,00	\$405,600,00
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	CE-550	Miscellaneous	Cisco	271	\$11,995.00	\$323,865.00	\$7,796.75	\$210,512.25
	ICAB-AC	Cables	Cisco		\$0.00	\$0.00	\$0.00	\$0.00
	SF-CE500-2.0	CommOev-\$\W	Cisco	27	\$0.00	\$0.00	\$0.00	\$0,00
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	MCS-7830	Media Convergence Server	Cisco	27	\$14,995.00	\$404,865.00	\$9,746,75	263,162,25
	CAG-AT8	Gateway	Clapp	27	\$4,995,00	\$134,865.00	\$3,246.75	\$87,662.25
	DT-24+	Galaway	Cisco	1 4	\$10,000,00	\$40,000.00	\$6,500,00	\$26,000.00
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	WS-C4003-S1	LenSwitch	Cisco	601	\$7,995.00	\$479,700.00	35.196.75	\$311,005.00
	CAB-7KAC	Cables	Cito	1201	10.00	\$0.00	10.00	\$0.00
	SECAK-SUP-5.1.1	CommOev-S\W_	Cisco	601	\$0,00	\$0,00	\$0.00	\$0.00
	WS-G5484	Piervibecks - Switches	Cisco	120 60 240 60	\$0.00 \$0.00 \$500.00	\$120,000.00	\$0.00 \$0.00 \$325.00	\$78,000.00
	WS-X4008(included)	PowerSupplies	Cisco	1 60	\$0.00	\$0.00	\$0.00	\$0.00

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1 Year Maletenance Option

East St. Louis Public Schools Quote Prepared by Lourdan Rothschild

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Equipment Sub-Total				1	\$11,964,371.54 (		59.257.018.13
Shipping			-	12,401.73	\$12,401.73		\$12,401.73
Installation			8	97	\$420,000,00	822	\$420,000,00
Full: Time On-Site Project Management (6 Months)			88	00'00	\$96,000.00	-	2000365
Total							28,796,219,05

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disclosed or used, in whose or in part without the ampressed written permission of Americach, except insolar as in reasonably
necessary in order to review and ensulate the informacion contained.



#### 2. References

Verify that you have provided multiple client references. Projects must be similar type and scope as the system proposed for the District. Give company name, telephone number, installation date and contact name for at least five references.

First Ref:	Company Name: Installation Date: Contact Name / Title: Telephone Number:	Cahokia Unit School District Ongoing 1997 - Present John Barr / Technology Coordinator 618-332-3730
Second Ref:	Company Name: Installation Date: Contact Name / Title: Telephone Number:	Alton Community Unit School District Ongoing 1997 - Present Rick Durbin / Supervisor of Data Services 618-474-2600 Ext 618
Third Ref:	Company Name: Installation Date: Contact Name / Title: Telephone Number:	Granite City School District Ongoing 1999 - Present Bob Bischoff 618-451-5800
Fourth Ref:	Company Name: Installation Date: Contact Name / Title: Telephone Number:	Lewis & Ciark Library System Ongoing 1996 - Present Bill Stevens 618-656-3216 Ext 106
Fifth Ref:	Company Name: Installation Date: Contact Name / Title: Telephone Number:	St. Louis County Public Library Ongoing 1998 - Present Bill Rodgers 314-994-9411 Ext 284



## **GENERAL SPECIFICATIONS**

The equipment submitted in response to this Request For Proposal shall be capable of performing all functions and features described in the specifications. The following general specifications are applicable. Indicate your response below to each specification.

#### 1. Criteria for Selection

East St. Louis Public Schools will evaluate each Vendor's response based upon the following criteria but not limited to or necessarily in the same order of priority:

- Cost of proposed system including maintenance costs
- System compliance with required features
- Vendor experience with installations equivalent to ESLPS in size, configuration and complexity
- Vendor support capabilities including training, configuration and maintenance of the proposed system
- Manufacturer support capabilities and certifications
- Expected disaster recovery response capability

#### Comply

#### 2. Introduction

East St. Louis Public Schools (hereinafter referred to as "The District") intends to acquire Network Equipment and Services to provide a Convergence Network for its schools. The District requests proposals from qualified vendors (hereinafter referred to as "The Vendor") for furnishing and installation of this convergence system as described in the attached specifications.

The Vendor shall be responsible for all engineering, parts, labor and all other associated apparatus necessary to completely install the proposed equipment and turnover for acceptance to the district.

#### Comply

#### 3. Costs Associated with Preparation of Vendor's Response

The District will not be liable for any cost incurred by the respondents in preparing responses to this RFP or negotiations associated with award of contract.

#### Comply

#### 4. Subcontractors

Should The Vendor plan to use subcontractors for portions of the work, The Vendor shall identify the proposed subcontractor(s) and provide references for their projects that are equivalent in size and complexity to the requirements of this RFP. The District reserves the right to reject any subcontractor without explanation or recourse by The Vendor or



subcontractor.

#### Comply

5. Interpretations, Corrections and/or Changes

Any interpretation, correction or change of the RFP will be made by addendum. Interpretations, corrections or changes to the RFP made in any other manner will not be binding, and The Vendor shall not rely upon such interpretations, corrections or changes. The District will issue changes or corrections. Addenda will be mailed or delivered to The Vendor's representative. Addenda will be issued as expeditiously as possible (if necessary by fax, followed up by original documents). It is the responsibility of The Vendor to determine whether all addenda have been received.

#### Comply

6. Addenda

It will be the responsibility of all respondents to contact The District prior to submitting a response to the RFP to ascertain if any addenda have been issued, and to obtain any and all addenda, execute them, and return addenda with the response to the RFP.

#### Comply

7. Questions

Question regarding the RFP shall be submitted in writing. Questions must be received at The District not later than 12:00 noon CST on Tuesday, December 21, 1999 or the questions will be considered null and void. Responses to all questions received in proper time frames will be made in writing and distributed to all vendors.

#### Comply

8. Omissions

Omission in the proposal of any provision herein described shall not be construed as to relieve The Vendor of any responsibility or obligation requisite to the complete and satisfactory delivery, operation, and support of any and all equipment or services.

#### Comply

9. Advertising

The Vendor agrees not to use the results from this RFP as a part of any commercial advertising without prior written approval of The District.

#### Comply

10. Proposal Documentation

The Vendor shall provide six copies of their proposal.

Comply

11. Contract Documentation

It is anticipated that the Vendor's response to the RFP, the response to the General and



Detailed Specifications and the response to the Specification Summary Sheets (System Analysis, Vendor Analysis and Economic Analysis) together with any subsequent correspondence during the evaluation process shall become part of the final contract negotiated with the successful vendor.

#### Comply

12. Proposal Binding Period

Due to E-Rate scheduling dependencies, prices quoted in The Vendor's response far all engineering; labor and materials will remain in effect for a period of at least on-hundred-eighty (180) business days from the issuance date of The Vendor's response.

#### Comply

#### 13. Insurance

- a. The Vendor shall not commence work until it has obtained all insurance required and The District has approved such insurance, nor shall The Vendor allow any subcontractor to commence work until all similar insurance of the subcontractor has been obtained and approved.
- b. The Vendor shall take out and maintain during the life of this contract, Workmen's Compensation Insurance at a minimum of \$1,000,000.00 for all its employees, employed in connection with the improvement, and in case any work is sub-let, the Vendor shall require the subcontractor similarly to provide Workmen's Compensation Statute and shall cause each subcontractor to provide Employer's Liability Insurance at a minimum of \$1,000,000.00 for the protection of the employees not otherwise protected.
- c. The Vendor shall take out and maintain during the life of this contract such public liability and property damage insurance at a minimum of \$1,000,000.00 as shall protect it and any subcontractor performing work covered by this contract from claims for personal injury including accidental death, as well as from claims for property damages, which may arise from operations under this contract, whether such operations by itself or any subcontractor or by anyone directly employed by either of them, and the amounts for insurance shall be as stated.
- d. The Vendor shall require subcontractor, if any, not protected under The Vendor's insurance policies, to take out and maintain insurance in the amount as specified above for the principal Vendor.
- e. The Vendor shall furnish The District with satisfactory proof of carrying the insurance required.

Comply, see Attachment D for Letter of Self Insurance

14. Compliance



The Vendor shall be responsible for insuring compliance with all applicable laws, ordinances, rules, regulations and orders for the installation of communications equipment for which any public authority has jurisdiction. The Buildings will be occupied and in use by District personnel, faculty, staff and students during the installation process. Vendor shall coordinate with the principal at each school to assure that vendor's work does not disrupt class activity.

#### Comply

Competent personnel shall perform installation work. All work shall be done in a neat, craftsman-like manner and shall not impair the work in progress of other tradesmen working in the building. All cables shall be carefully laid with sufficient radius of curvature and protected at corners and bends.

#### Comply

#### 15. Warranty

Materials and workmanship hereinafter specified and furnished shall be fully guaranteed by The Vendor for one year from transfer of title against any defects. Defects that may occur as the result of faulty materials or workmanship within one year after installation and acceptance by The District shall promptly, at no cost to The District, correct or reperform (including modifications or additions as necessary) any non-conforming or defective work within one year after completion of the project of which the work is a part. The period of The Vendor's warranty (ies) for any items herein are not exclusive remedies, and The District has recourse to any warranties of additional scope given by The Vendor to The District and all other remedies available at law or in equity. The Vendor's warranties shall commence with acceptance of/or payment for the work in full.

If The Vendor procures equipment or materials under the contract, The Vendor shall obtain for the benefit of The District equipment and materials warranties against defects in materials and workmanship to the extent such warranties are reasonably obtainable.

The Vendor shall pass along to The District any additional warranties offered by the manufacturers, at no additional costs to The District, should said warranties extend beyond the warranty period specified herein.



This warranty shall in no manner cover equipment that has been damaged or rendered unserviceable due to negligence, misuse, acts of vandalism, or tampering by The District or anyone other than employees or agents of The Vendor. The Vendor's obligation under its warranty is limited to the cost of repair of the warranted item or replacement thereof, at The Vendor's option. Insurance covering said equipment from damage or loss is to be held by The Vendor until full acceptance of equipment and services.

#### Comply

#### 16. Inspection, Acceptance, and Title

Inspection and Acceptance shall be at destination and upon successful installation unless otherwise provided. Title to/or risk of loss or damage to all items shall be the responsibility of the successful Vendor until acceptance by The District unless loss or damage results from negligence by The District. If the materials or services supplied to The District are found to be defective or do not conform to the specifications, The District reserves the right to cancel the contract upon written notice to The Vendor and return products at The Vendor's expense based upon the Materials Contents of the contract.

The customer shall at all times have access to the work wherever it is in preparation or progress and The Vendor shall provide proper facilities for such access and for inspection.

The Vendor shall not close up any work until The District has inspected the work. Should The Vendor close up the work prior to inspection by The District, The Vendor shall uncover the work for inspection by The District at no cost to The District and then recover the work according to the specification contained herein.

The Vendor shall notify The District in writing when the work is ready for inspection. The District will inspect the work as expeditiously as possible after receipt of notification from The Vendor.

#### Comply

#### 17. Project Manager and Project Timelines

Vendor shall provide a Project Manager, which shall act as a single point of contact for all activities regarding this project. Vendor's Project Manager shall be required to make on-site decisions regarding the scope of the work and any changes required by the work. Vendor's Project manager shall be responsible for all aspects of the work and shall have the authority to make immediate decisions regarding implementation or changes to the work. Due to the magnitude of this project and the requirement for timelines by the SLC, Vendor shall provide sustained on-site resources to meet The District's requirement for acceptance of all contracted services before the specified E-Rate deadline (currently June 30, 2001) and to document progress via monthly status reports to the ESLPS Director of



Technology.

## Comply with the exceptions of materials listed in Attachment G (which Ameritech No Bids)

#### 18. Vendor Experience

The selected Vendor shall be fully capable and experienced in the installation of the Convergence Networking System specified. To ensure the system has continued support, The District will contract only with Vendors having a Successful history of sales, installation, service, and support. During the evaluation process, The District may, with full cooperation of The Vendors, visit The Vendor's places of business, observe operations, and inspect records. The Vendor and any subcontractor used by The Vendor shall have a minimum of two (2) years of experience.

#### Comply

#### 19. References

The District may, with full cooperation of The Vendors, visit client installations to observe equipment operations and consult with references. Specified visits and discussion shall be arranged through The Vendors; however, The Vendor personnel shall not be present during discussions with references. The vendor shall provide a minimum of five (5) reference accounts at which similar work, both in scope and design, have been completed by The Vendor within the last three (3) years.

#### Comply

#### 20. Patents and Royalties

The Vendor, without exception, shall indemnify and hold harmless The District and its employees from any liability of any nature or kind, including costs and expenses for or on account of any trademarked, copyright, patented, or non-patented invention, process, or article manufactured or used in the performance of the Contract, including its use by The District. If The Vendor or subcontractor uses any design, device, or materials covered by letters, patent, trademark, or copyright, it is mutually understood and agreed without exception that the proposal prices shall include all royalties or costs arising from the use of such design, device, or materials in anyway involved in the work.

#### Comply

#### 21. Indemnifications

The Vendor shall indemnify and hold harmless The District, its agents and employees from or on account of any injuries or damages, received or sustained by any person or persons during or on account of any operation connected with this Contract where such damages are caused by the negligence or intentional misconduct of vendor, its agents or employees; or by consequence of any negligence (excluding negligence by The District, its agents or employees) in connection with the same; or by use of any improper materials or by or on account of any act or omission of said Vendor or its subcontractors, agents, servants or employees. The Vendor further agrees to indemnify and hold



harmless The District, its agents or employees, against claims or liability arising from or based upon the violation of any federal, state, county, city or other applicable laws, bylaws, ordinances, or regulations by The Vendor, its agents, associates, or employees.

The indemnification provided above shall obligate The Vendor to defend at its own expense or to provide for such defense, at The District's option, of any and all claims of liability and all suits and actions of every name and description that may be brought against The District which may result from the operations and activities under this Contract whether the installation operations be performed by The Vendor, subcontractor, or by anyone directly or indirectly employed by either.

The award of this Contract to the Vendor shall obligate The Vendor to comply with the foregoing indemnity provision; however, the collateral obligation of insuring this indemnity shall be complied with as set forth.

Comply, with clarification shown above

#### 22. Evaluation of Responses

The District may at its discretion and at no fee to The District, invite any Vendor to answer questions during response evaluation for the purpose of clarifying statements in the response.

#### Compiv

#### 23. Right to Reject

The District reserves the right to accept or reject all proposals or sections thereof. In addition, The District reserves the right to award without further discussion. Therefore, responses should be submitted initially with the most favorable terms that The Vendor can propose.

#### Comply

#### 24. Cancellation

In the event The Vendor violates provisions of this RFP, The District may give written notice to The Vendor stating the deficiencies and unless deficiencies are corrected within five (5) working days, recommendations shall be made to The District for immediate cancellation. The District reserves the right to terminate immediately any contract resulting from this RFP for failure to correct deficiencies.

#### Comply

#### 25. Acceptance

Acceptance will occur within 30 days after the final cutover. East St. Louis Public Schools, shall accept the system when per the RFP:

• All equipment and material have been provided and all services are complete, or